



विदेश व्यापार महानिदेशालय
DIRECTORATE GENERAL OF
FOREIGN TRADE



Burhanpur

Madhya Pradesh

DISTRICT EXPORT PLAN



Acknowledgement

This is the first mammoth exercise of its kind which sought the involvement of all export related trade bodies, departments of state and central governments.

I extend my sincere thanks to the MP Industrial Development Corporation for their extensive support in convening the meetings of District Export Promotion Committee (DEPC). I would also like to thank all members of DEPC committee who participated enthusiastically in the meetings and provided critical inputs for the report. I extend my sincere thanks to Department of Industries and Commerce and its officers and MSME department of Govt of Madhya Pradesh played pivot role of coordination among all stakeholders.

I would like to thank Chambers of Commerce and Export Promotion Councils (EPCs). The in-depth knowledge of resourceful office bearers of EPCs on exports and their hold on exporters community made us easy access to true picture of exports of the region. I thank Federation of Indian Export Organizations (FIEO), Engineering Export Promotional Council (EEPC), Agricultural and Processed Food Products Export Promotion Council (APEDA) and Pharmaceutical Export Promotional Council (PHARMEXIL), Confederation of Indian Industries (CII), The Federation of Indian Chambers of Commerce & Industry (FICCI), Engineering Export Promotional Council (EEPC) and Pharmaceutical Export Promotional Council (PHARMEXIL).

I extend my special thanks to Shri Sanjay Shukla (IAS, Principal Secretary, Industries & Commerce) Government of Madhya Pradesh, Shri John Kingsly (IAS, Managing Director, MP Industrial Development Corporation - MPIDC) and Shri Suvindh Shah, (ITS, Executive Director, MP Industrial Development Corporation – MPIDC). They mobilized their subordinates and colleagues to support the project with whole heart. Their constant follow ups made us motivated to complete the work in time. Their knowledge, experience and hold of industries are extensive and their views are progressive towards industries.

Acknowledgements of this report can only be completed by extending special thanks to Shri Shivam Tripathi (Manager-MPIDC), Shri Kumar Vibhanshu, Ms Sadhana Choudhary, Ms Priyanka Saxena and Shri Shubham Gupta (Export Cell MPIDC) These professionals who have done a wonderful job in export data mining and exploring, primary and secondary data analysis, report writing, designing, and formatting of this report

Praveen singh Adhyache (IAS)
Collector & District Magistrate
Burhanpur

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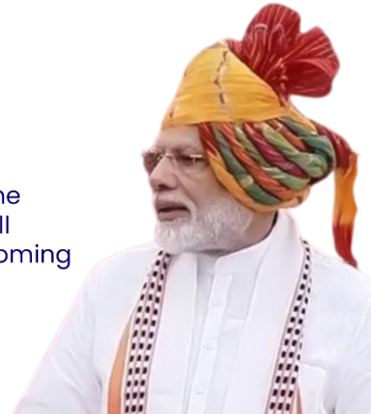
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“Each district of our country has a potential equal to that of one country, each of our districts has the capacity equal to a small country in the world. why should each district not think of becoming an export hub? Each of our districts has a diverse identity and potential for global market”

Hon'ble Prime Minister

on Independence Day Speech 15.08.2019



1. Background

1.1. About MP Industrial Development Corporation (MPIDC)

Madhya Pradesh is one of the fastest growing States of India. Since its formation in 1956, Madhya Pradesh has grown from being an agriculture and mining-based economy to an industry/ services-based economy. The state has a well-built infrastructure that has attracted investments in various sectors. The emergence of industrial goods among the top export items is an indication of rise in the industrial sector of Madhya Pradesh.

MP Industrial Development Corporation (MPIDC) is Madhya Pradesh Government's trade promotion and investment attraction Nodal Agency. In order to implement the vision of the Prime Minister of India, a State Level Export Promotion Committee (SLEPC) headed by the Chief Secretary has been constituted and Export Commissioner of Madhya Pradesh has been appointed as the convener of SLEPC to draw appropriate export action plan for the State.

Thus, Export Facilitation Cell has been constituted in MPIDC by deploying trade advisors and analysts to assist department in conceptualization, implementation and monitoring of export promotion program in the state. To take this initiative forward MP Trade Portal and Export Helpline has been launched by Hon'ble Chief Minister of the state.

The Cell envisages the following activities:

- Export Facilitation cell will conduct virtual outreach programmes with all the districts of Madhya Pradesh and will provide necessary support to the stakeholders.
- Plan export boot camps in the select districts to create awareness and to assist district authorities to achieve their export related objectives
- To develop and manage Trade Intelligence Platform - MPTradePortal.org for providing guidance and support to new and existing exporters in context of information about export opportunities, procedure for setting up an industry & approvals required.
- Interaction with global and domestic stakeholders, international trade agencies and international communities to prepare roadmap for export promotion

1.2. Brief description of District as Export Hub

The objective is to enable MSMEs, farmers and small industries to get benefit of export opportunities in the overseas markets and shift focus on District led Export Growth for self-

sufficiency and self- reliance. It should attract investment in the district to boost manufacturing and exports and provide ecosystem for Innovation/ use of Technology at District level to make the exporters competitive. It should also help reduce transaction cost for the exporter at various stages of export cycle and generate employment in the district. The focus on the districts should also provide platforms for wider and global reach of products and services from the district through E-commerce and Digital marketing.

1.3. Rational for District Export Plan

District Export Plan is a comprehensive plan for the district, which aims to realize the vision of creating export centric economic development through limited but sustainable & interventions, targets specifically at the district level.

The creation of institutional framework in the form of SEPC and DEPC will further consolidate the efforts for export promotion and trade facilitation through single window to provide accessible information and support to exporters. The implementation of District Export Action Plans will lead to improvement in trade logistics and infrastructure, information dissemination among local business to scale up and start exporting. The quantifiable targets identified in the DEAPs will guide the various government agencies both at the Central and the State/UT to work collectively at resolving issues faced by exporters of the district.

The District Export Action Plan will include clear identification of products (goods and services) with export potential in the district. The plan may include institutional/other responsibilities, specifics of policy, regulatory and operational reform and infrastructure/utilities/logistics interventions required across the entire chain from producer/farm to the export destination also to cover aspects like production, productivity/competitiveness, improvements required in design, tie up of producers with exporters, aggregation, sorting, testing, certification, packaging, transportation through cold chain or otherwise, import export formalities, fulfilment of destination countries standards etc. It will also include identifying bottlenecks/Issues in GI production, registration, marketing and its exports.

The plan may also include the support required by the local industry in boosting their manufacturing and exports with impetus on supporting the industry from the production stage to the exporting stage informative material on various incentives provided by the Government of India and the respective State Government may disseminate to the industry and other potential exporters.



District Export Promotion Committee



2. Constitution of District Export Promotion Committee (DEPC)

2.1. Role of DEPC

District Export Promotion Committees (DEPCs) to be constituted in each District. DEPCs may be headed by DM/Collector/DC/District Development Officer of the District and co-chaired by designated DGFT Regional Authority. All key officers related to agriculture, horticulture, livestock, fisheries, handicrafts, handlooms and industry in the district and the Lead Bank Manager along with key Export Promotion Councils, Quality and Technical Standards Bodies, Government of India departments like MSME, Heavy Industry, Revenue and Textiles will be part of the DEPC.

DEPC will focus on the specific actions required to support local exporters / manufacturers in producing exportable products in adequate quantity with the requisite quality reaching potential buyers outside India. The primary function of the DEPC is to prepare and act on District Specific Export Action Plans in collaboration with all the relevant stakeholders.

2.2. Methodology for selecting products for exports

Meetings of DLEPC

DLEPC meeting is being regularly held in the district under chairmanship of Deputy Commissioner (District Collector), Co-chair with DGFT Officers, General Manager of DIC as convener with other members.

Representatives of Industrial Associations in the districts, Export Promotion Council is Federation of Indian Exports (FIEO), Engineering Export Promotion Council (EEPC), major industrial groups, leaders of industrial clusters, officials related to banks and industrial departments were presented in the meeting.

Long discussion was held on topic of Central and State government policies, problems in the state and districts related to industries and exports.

After deliberations, the committee identified various sector/products as focus products for exports from the district which is discussed in the next section.

Export Data of the State and District

Directorate General of Commercial Intelligence and Statistics is the repository of trade data of India. We have analysed last 10 years' data of exports from the state. We have compared the export potential with district infrastructure.

Export Data of India and the World

Directorate General of Commercial Intelligence and Statistics is the repository of trade data of India. WTO through Trade map is repository of data of world trade. We have analysed both in terms of growth of export products.

Experience of Departments and Officers

DGFT from Central Government and District Industries Centre from State Government are the bodies working at the ground level for industries and exports. Officers of the departments have wide experience of the market, products along with their strengths and weaknesses.

Swot Analysis of the Product

DGFT has done SWOT (Strength, Weakness, Opportunities and Threats) analysis of every product produced in the region with comparative studies. By calculating, analysing, taking inputs

from all stake holders. DLEPC sorted out products for exports from the districts. Detailed analysis of the products has been described in next chapters.

—:: टिप्पणी एवं आदेश ::—

विषय :- जिला स्तरीय निर्यात संवर्धन समिति का गठन व समिति की बैठक के संबंध में।

कृपया मध्यप्रदेश शासन सूक्ष्म लघु और मध्यम उद्यम विभाग मंत्रालय, भोपाल के संशोधित आदेश क्रमांक एफ/5/-10/2017/अ-73 भोपाल दिनांक 18/05/2020 का अवलोकन करने का कष्ट करे।

भारत सरकार वाणिज्यिक मंत्रालय, नई दिल्ली के निर्देशानुसार जिला स्तर पर निर्यात की सम्भावनाओं के अन्तर्गत जिले में निर्यात की दृष्टि से उत्पादों का चयन, जिले की निर्यात योजना तैयार करना तथा नियमित समीक्षा हेतु जिला स्तरीय निर्यात संवर्धन समिति का गठन श्रीमान की अध्यक्षता में किया जाना है, पूर्व में गठित जिला स्तरीय लघु उद्योग संवर्धन बोर्ड के दायित्वों के अन्तर्गत जिला स्तरीय निर्यात संवर्धन समिति को जोड़ा गया है, उक्त समिति द्वारा जिले में निर्यात की दृष्टि से उत्पादों का चयन एवं जिले की निर्यात योजना को तैयार किया जाना है, जिला स्तरीय निर्यात संवर्धन समिति के निर्देशानुसार सदस्य नामांकित किया जाना प्रस्तावित है -

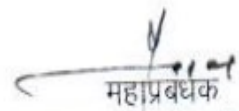
- 01- उप महानिदेशक, भारत सरकार विदेश व्यापार वाणिज्य एवं उद्योग मंत्रालय भोपाल।
- 02- उद्योग आयुक्त, उद्योग संचालनालय विद्याचंल भवन, भोपाल। (प्रतिनिधि)
- 03- प्रबंध संचालक, एमपी आयडीसी, इन्दौर। (प्रतिनिधि)
- 04- अग्रणी जिला प्रबंधक बैंक ऑफ इंडिया, बुरहानपुर।
- 05- निदेशक, सूक्ष्म लघु एवं मध्यम उद्यम संस्थान, इन्दौर।
- 06- उप निदेशक, सेक्टर स्पेसिफिक एक्सपोर्ट प्रमोशन काउन्सिल भोपाल।
- 07- उप निदेशक, क्वालिटी एण्ड स्टेडर्ड इम्प्लीमेंटेशन बाडी। (प्रतिनिधि)
- 08- निदेशक, भारत सरकार के सेक्टर स्पेसिफिक। (प्रतिनिधि)
- 09- नाबार्ड, जिला प्रबंधक जिला बुरहानपुर।
- 10- उप संचालक, कृषि विभाग जिला बुरहानपुर
- 11- उप संचालक, उद्यानिकी विभाग, जिला बुरहानपुर
- 12- संबंधित जिले के औद्योगिक/व्यापार संघों के अध्यक्ष(अशासकीय सदस्य)

जिला स्तरीय निर्यात संवर्धन समिति के गठन हेतु नामांकित सदस्यों का अनुमोदन किये जाने हेतु व उक्त समिति की बैठक आयोजित किये जाने हेतु सुविधाजनक तिथि व समय प्रदाय करने का अनुरोध है।

अनुमोदनार्थ एवं आदेशार्थ प्रस्तुत।

कलेक्टर
बुरहानपुर

2- 15/5/20
1- 15/5/20


 महाप्रबंधक
 जिला व्यापार एवं उद्योग केन्द्र, बुरहानपुर
 GENERAL MANAGER
 Dist. Trade & Industries Center
 Burhanpur (M.P.)



Economic and Export Data of Madhya Pradesh



3. Economic and export data of Madhya Pradesh
 3.1. Rank of States/UTs contribution to GDP of India

Table: Rank of all states/UTs as per their GDP of 2019-20

Rank	State/UT	Nominal GDP (trillion INR, lakh crore ₹)
1	Maharashtra	₹28.78 lakh crore (US\$400 billion)
2	Tamil Nadu	₹18.45 lakh crore (US\$260 billion)
3	Uttar Pradesh	₹17.94 lakh crore (US\$250 billion)
4	Karnataka	₹15.35 lakh crore (US\$220 billion)
5	Gujarat	₹15.05 lakh crore (US\$210 billion)
6	West Bengal	₹12.54 lakh crore (US\$180 billion)
7	Rajasthan	₹10.20 lakh crore (US\$140 billion)
8	Andhra Pradesh	₹9.73 lakh crore (US\$140 billion)
9	Telangana	₹9.69 lakh crore (US\$140 billion)
10	Madhya Pradesh	₹9.07 lakh crore (US\$130 billion)
11	Delhi	₹8.56 lakh crore (US\$120 billion)
12	Haryana	₹8.31 lakh crore (US\$120 billion)
13	Kerala	₹7.81 lakh crore (US\$110 billion)
14	Bihar	₹6.12 lakh crore (US\$86 billion)
15	Punjab	₹5.75 lakh crore (US\$81 billion)
16	Odisha	₹5.31 lakh crore (US\$74 billion)

17	Assam	₹3.16 lakh crore (US\$44 billion)
18	Chhattisgarh	₹3.29 lakh crore (US\$46 billion)
19	Jharkhand	₹3.28 lakh crore (US\$46 billion)
20	Uttarakhand	₹2.46 lakh crore (US\$34 billion)
21	Himachal Pradesh	₹1.65 lakh crore (US\$23 billion)
22	Jammu and Kashmir	₹1.56 lakh crore (US\$22 billion)
23	Goa	₹0.731 lakh crore (US\$10 billion)
24	Tripura	₹0.553 lakh crore (US\$7.8 billion)
25	Chandigarh	₹0.421 lakh crore (US\$5.9 billion)
26	Puducherry	₹0.408 lakh crore (US\$5.7 billion)
27	Meghalaya	₹0.366 lakh crore (US\$5.1 billion)
28	Sikkim	₹0.287 lakh crore (US\$4.0 billion)
29	Manipur	₹0.325 lakh crore (US\$4.6 billion)
30	Nagaland	₹0.272 lakh crore (US\$3.8 billion)
31	Arunachal Pradesh	₹0.246 lakh crore (US\$3.4 billion)
32	Mizoram	₹0.195 lakh crore (US\$2.7 billion)
33	Andaman and Nicobar	₹0.079 lakh crore (US\$1.1 billion)

(Source: Wikipedia)

3.2 Rank of States/UTs in contribution To GST In India in Rs Cr

Table: Rank of all states/UTs as per their GST collection in May-21 vis-à-vis May-20

Rank	State	May-21	May-22	Growth
1	Maharashtra	13565	20313	50%
2	Gujarat	6382	9321	46%
3	Karnataka	5754	9232	60%
4	Tamil Nadu	5592	7910	41%
5	Uttar Pradesh	4710	6670	42%
6	Haryana	4663	6663	43%
7	West Bengal	3590	4896	36%
8	Delhi	2771	4113	48%
9	Telangana	2984	3982	33%
10	Odisha	3197	3956	24%
11	Rajasthan	2464	3789	54%
12	Andhra Pradesh	2074	3047	47%
13	Madhya Pradesh	1928	2746	42%
14	Chattisgarh	2026	2627	30%
15	Jharkhand	2013	2468	23%

16	Kerala	1147	2064	80%
17	Punjab	1266	1833	45%
18	Uttarakhand	893	1309	46%
19	Bihar	849	1178	39%
20	Assam	770	1062	38%
21	Himachal Pradesh	540	741	37%
22	Goa	229	461	101%
23	Jammu and Kashmir	232	372	60%
24	Dadra and Nagar Haveli	228	300	31%
25	Sikkim	250	279	12%
26	Other Territory	121	185	52%
27	Puducherry	123	181	47%
28	Meghalaya	124	174	40%
29	Chandigarh	130	167	29%
30	Center Jurisdiction	141	140	0%
31	Arunachal Pradesh	36	82	124%
32	Tripura	39	65	67%
33	Nagaland	29	49	67%
34	Manipur	22	47	120%
35	Mizoram	15	25	70%
36	Andaman and Nicobar Islands	48	24	-50%
37	Ladakh	5	12	134%
38	Lakshadweep	0	1	148%
39	Daman and Diu	0	1	153%
	Grand Total	70951	102485	44%

(Source: Ministry of Finance)

3.3 Export basket of Madhya Pradesh

Table: Top 10 products, exported from Madhya Pradesh in 2021-22

2-digit HS Code

Sr No	Hs Code	Commodity Description	FY 21-22 In Rs Cr
1	30	Pharmaceutical products	10782
2	52	Cotton	8693
3	63	Other made up textile articles; sets; worn textile articles	4495
4	76	Aluminium & articles thereof	4330
5	84	Machinery and mechanical appliances	3877
6	29	Organic chemicals	3763
7	23	Residues and waste from the food industries; prepared anima	3024
8	10	Cereals	2317
9	85	Electrical machinery & equipment & parts thereof; sound &	2040
10	39	Plastics and articles thereof	2020

Table: Top 10 products, exported from Madhya Pradesh in 2021-22

4-digit HS Code

Sr No	Hs Code	Commodity Description	FY 21-22 In Rs Cr
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1	3004	Medicaments	10511
2	5205	Cotton Yarn	4521
3	7601	Unwrought aluminium	4125
4	5201	Cotton, not carded or combed	2734
5	2304	Oil-cake and other solid residues	2603
6	6302	Bed linen, table linen, toilet linen and kitchen linen	2415
7	6305	Sacks and bags, of a kind used for the packing of goods	1858
8	1006	Rice	1664
9	8545	Carbon electrodes, Carbon brushes, lamp carbons etc	1371
10	3920	Other plates, sheets, film, foil and strip, of plastics	1268

Table: Top 10 products, exported from Madhya Pradesh in 2021-22

6-digit HS Code

Sr No	Hs Code	Commodity Description	FY 21-22 In Rs Cr
1	300490	Other medicine put up for retail sale	8780
2	760110	Aluminium-not alloyed	4038
3	520100	Cotton, not carded or combed	2734
4	230400	Oil-cake and solid residue	2603
5	630532	Flexible intermediate bulk containers of man made textile m	1829
6	100630	Semi/wholly miled rice w/n polished/glazed	1606
7	520524	Sngl yrn of cmbd fbrs measurng<192.31 but >=125 dctx(>52	1519
8	520523	Sngl yrn of cmbd fbrs measurng< 232.56 but >=192.31 dctx(1444
9	854511	Electrodes of a kind used for furnaces	1371
10	630260	Toilet linen and kitchen linen,of terry towelling/similar	1346

Table: Top 10 products, exported from Madhya Pradesh in 2021-22

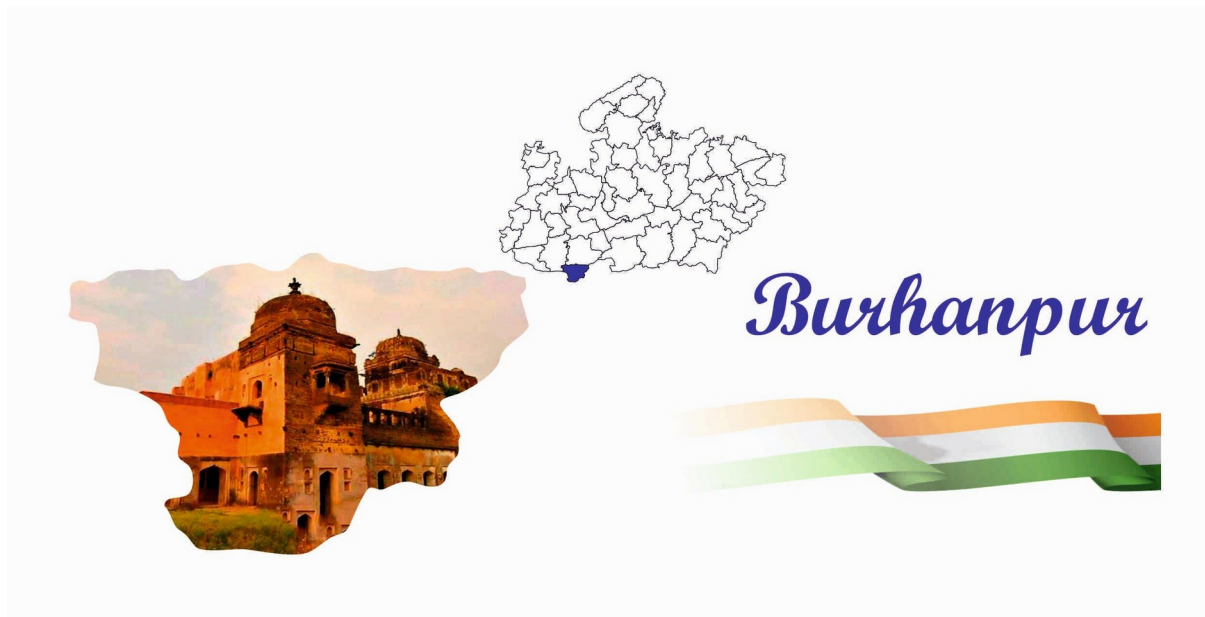
8-digit HS Code

Sr No	Hs Code	Commodity Description	FY 21-22 In Rs Cr
1	30049099	Other medicine put up for retail sale n.e.s	6018
2	76011010	Aluminium ingots-not alloyed	4035
3	52010015	Indian cotton of staple length 28.5mm (1.4/32) and above	2531
4	63053200	Flexible intermediate bulk containers of man made textile	1829
5	52052410	Grey Cloth 2401	1516
6	52052310	Grey Cloth	1427
7	23040030	Meal of soyabean, solvent extracted (defatted) variety	1382
8	85451100	Electrodes of a kind used for furnaces	1371
9	63026090	Toilet linen and kitchen linen, of terry towelling or similar	1346
10	10063020	Basmati rice	1002

3.4 Export from India state wise 2021-22 vis-a-vis 2020-21 in Rs Cr

Sr No	States	FY 21-22 in Rs Cr	% Share FY 21-22	FY 20-21 in Rs Cr	% Share FY 20-21	Change from FY 20-
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						21 to FY 20-21 in %
1	Gujarat	945796	30.06	448300	20.76	110.97
2	Maharashtra	545084	17.33	431533	19.99	26.31
3	Tamil Nadu	262323	8.34	193295	8.95	35.71
4	Karnataka	193064	6.14	112076	5.19	72.26
5	Uttar Pradesh	156897	4.99	121140	5.61	29.52
6	Andhra Pradesh	143843	4.57	124744	5.78	15.31
7	Haryana	115973	3.69	85731	3.97	35.27
8	West Bengal	103600	3.29	66248	3.07	56.38
9	Odisha	127232	4.04	75718	3.51	68.03
10	Unspecified	38022	1.21	95795	4.44	-60.31
11	Telangana	81971	2.61	64539	2.99	27.01
12	Rajasthan	72000	2.29	49231	2.28	46.25
13	Madhya Pradesh	58407	1.86	47959	2.22	21.78
14	Delhi	61612	1.96	56184	2.60	9.66
15	Punjab	52903	1.68	39231	1.82	34.85
16	Kerala	34158	1.09	29152	1.35	17.17
17	Dadra & Nagar Haveli	28595	0.91	19547	0.91	46.29
18	Chhattisgarh	25241	0.80	17200	0.80	46.75
19	Bihar	17220	0.55	11191	0.52	53.87
20	Goa	18130	0.58	17094	0.79	6.06
21	Himachal Pradesh	16009	0.51	12314	0.57	30.02
22	Jharkhand	18247	0.58	12068	0.56	51.21
23	Uttaranchal	14414	0.46	15915	0.74	-9.43
24	Daman & Diu	5487	0.17	4600	0.21	19.26
25	Pondicherry	3667	0.12	3118	0.14	17.61
26	Assam	3358	0.11	3076	0.14	9.17
27	Jammu & Kashmir	1835	0.06	1180	0.05	55.52
28	Chandigarh	737	0.02	559	0.03	31.85
29	Sikkim	141	0.00	70	0.00	102.56
30	Arunachal Pradesh	13	0.00	4	0.00	242.74
31	Meghalaya	64	0.00	80	0.00	-19.26
32	Tripura	90	0.00	83	0.00	8.19
33	Andaman & Nicobar	9	0.00	14	0.00	-38.94
34	Nagaland	8	0.00	45	0.00	-81.06
35	Manipur	7	0.00	7	0.00	-0.82
36	Ladakh	0	0.00	0	0.00	0.00
37	Lakshadweep	1	0.00	1	0.00	0.57
38	Mizoram	29	0.00	5	0.00	467.30
39	India's Export	3146186	100.00	2159043	100.00	45.72



4. About the District

4.1. General Characteristic of the District

Burhanpur is a district in the southern part of Madhya Pradesh. Burhanpur is 181 km from the Indore via SH27 and 316km via NH52. From the mid-16th Century to the early 18th century, the Nimar region (including Burhanpur, East Nimar, West Nimar Barwani District), was under the rule/impact of Aurangzeb, Bahadur Shah (Mughals), Peshwas, Sindhia, Holkar & Pawar (Marathas), Pindaris etc. Later from the early part of the mid 18th century, the management of the Nimar region came under the British.

The Burhanpur district did not remain unaffected by the Great Uprising of 1857, which swept the country against the British rule. In connection with the so-called Riots of 1857, Tatya Tope had gone through the region of Nimar and before marching out of the region, burnt the police stations and Govt. buildings at Khandwa, Piplod and a number of other places and escaped again to central India by way of Khargone.

The Burhanpur district was greatly affected with the beginning of freedom movement, Non-Co-operation movement, Civil Disobedience movement, Quit India Movement etc., to obtain the Independence of the Motherland India, from late 18th century till 15th August 1947. During this time Nearby District Khandwa was visited by Swami Dayanad Saraswati of Arya Samaj fame, Swami Vivekanand, the great monk & founder of Ramakrishna Mission, Mahatma Gandhi in 1921, Lokmanya Tilak etc.

Young Nationalists of the Nimar Region, like Haridas Chatterjee, Makhanlal Chaturvedi, Thakur Laxman Singh, Abdul Quadir Siddique attended the Calcutta Session of Congress in 1917. Tilak visited Khandwa during his whirl-wind tour to the central province in 1918. The district did not fail to make its contribution in non-co-operative movement. The Civil Disobedience Movement of 1930 has also been participated by many people of the district. Editor of swarajya S.M. Agarkar was also arrested and imprisoned. Naujawan Sabha was established at Khandwa in 1931. Students had also participated in this movement.

Burhanpur is situated in the southwestern border of Madhya Pradesh near the banks of Tapti river. The Tapti River flows through the district from east to west. The district is divided from Khandwa District on the north by the Satpura Range, which is also the divide between the Narmada River valley and the valley of the Tapti. The pass through the Satpuras that connects Burhanpur and Khandwa is one of the main routes connecting northern and

southern India, and the Asirgarh fortress, which commands the pass, is known as the "Key to the Deccan".

There is no major natural resource available in the district. Stone, Murum and Sand are the minor mineral available in the District.

District at a glance

- Area: 3427 Sq. Km
- Language Spoken: Hindi, English, Korku, Bhil, Urdu, Gondi, Sindi & Marathi.
- Villages: 715

There is no nearby ICDs in the district. Nearest available ICDs/Concor

1. Icd 113 Concor Complex Sector Iii Pithampur Dhar
2. M/S Pegasus Icd, Vill-Dhannad, Indore, Mp 453001
3. Acc, Devi Ahilyabai Holkar Airport Indore Mp

Accessibility to Exporters:

By Rail: It falls on Mumbai-Delhi & Mumbai-Allahabad, central rail route. There are many super-fast, express trains for this destination. Burhanpur has direct train connectivity with important tourist destinations and cities like Mumbai, Delhi, Agra, Varanasi, Gwalior, Katni, Jabalpur, Pipariya, Jhansi, Bhopal.

By Road: Being close to Maharashtra state border, there is very good road accessibility for Bhusawal, Jalgaon, Aurangabad etc. Road condition is very good from Indore too, many road transporters ply their buses from Indore to Burhanpur. Distance between Burhanpur and Bhopal Via Indore is 367 km and Via Munda is 326 km.

By Air: To reach Burhanpur by Flight, the nearest airport is in Indore city, located at a distance of 210kms. Indore airport has good flight connectivity with other major airports of India like Delhi, Mumbai, Hyderabad, Raipur, Nagpur etc.

4.1.1. District Domestic Product:

Table: District Domestic Product (DDP): The DDP has increased on y-o-y basis

Per Capita Income of District at constant (2011-12) prices (Rs Lakhs)						
2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
48994	50237	55913	54682	57402	62618	67531
6	8	3	2	9	9	5

Source: <http://des.mp.gov.in/Portals/0/Estimates>

4.1.2. Per Capita Income:

Table: Per Capita Income

Per Capita Income of District at constant (2011-12) prices (Rs Lakhs)						
2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
56610	53382	61271	59007	61213	66605	70907

Source: Reports published by Department of Planning, Economics & Statistics

Table: Sector wise contribution in Gross District Domestic Product

S.	Sector-Wise Gross Value Added at Constant (2011-12) Prices (Rs Lakh)

N.	Sector	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
1	Primary	194835	190589	223714	210521	174901	211463	226562
2	Secondary	158803	163077	168926	163793	204496	204431	221237
3	Tertiary	117874	129448	136163	143590	155100	166135	177756
Total GDVA at basic prices		471511	483115	528803	517904	534497	582030	625555

Source: Reports published by Department of Planning, Economics & Statistics

Table: Sub-Sector wise contribution in Gross District Domestic Product

S.N.	Sector	Sector-Wise Gross Value Added at Constant (2011-12) Prices (Rs Lakh)						
		2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
1	Crops	178451	471511	206166	189059	150439	186485	199188
2	Livestock	4250	5011	5856	7839	9625	10907	12679
3	Forestry & logging	9504	9501	9511	12996	13109	13090	13019
4	Fishing & aquaculture	70	74	69	105	107	160	274
5	Mining & quarrying	2559	3345	2112	523	1620	820	1402
7	Manufacturing	116304	123696	125982	120471	161344	159672	172574
8	Electricity, gas, water supply & other utility services	14766	13602	15020	14971	14558	15075	16695
9	Construction	27734	25779	27924	28352	28595	29685	31968
11	Trade, repair, hotels and restaurants	38034	42132	43731	45631	48181	54448	59284
12	Transport by other means and Storage	11542	12579	12900	14106	14925	15826	18137
13	Railways	4008	5249	5378	5471	6353	6408	6843
	Communication &							

14	services related to broadcasting	3942	4391	5214	6030	7208	6579	6316
15	Financial services	18172	19492	21117	21598	24656	23640	23888
16	Real estate, ownership of dwelling	17208	18624	20174	21756	23112	24967	26907
17	Public administration	10879	11732	12309	12507	13141	14949	16183
18	Other services	14088	15247	15340	16490	17524	19318	20197
Total GDVA at basic prices		471511	483115	528803	517904	534497	582030	625555

Source: Reports published by Department of Planning, Economics & Statistics

4.2. Industrial Scenario of the District

Table: Industrial Scenario of District, Indore (Madhya Pradesh)
Existing Status of Industrial Areas in the District

S. No.	Name of Ind. Area	Land acquired (In Acres)	Land developed (In Acres)	Prevailing Rate Per Sqm (In Rs.)	No of Plots/ Sheds	No of allotted Plots	No of Vacant Plots	No. of Units in Production
1	Industrial area burhanpur	22.23	13.33		54	54	00	54
2	Industrial area siwal nepanagar	3.85	2.31		04	00	04	00

Source: DIC, Burhanpur (MP)

Table: Industry at a Glance

Sr no	Head	Unit	Particulars
1.	Registered industrial MSME unit	1707	-
2.	Registered medium & large unit	10	-
3.	Employment in micro and small industries	9823	-
4.	Employment in large and medium industries	3058	-
5.	No. Of industrial area	02	-
6.	Turnover of small scale ind.	-	-
7.	Turnover of medium & large scale industries	-	-

Source: DIC, Burhanpur (MP)

Table: Data of Small Enterprises as on 31.03.2022

S r N o	District	No. of Unit	Employment	Fixed Investment	Production
				(in Lakhs)	(in Lakhs)
1	Burhanpu	115	1345	34050	

	r				
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Source: DIC, Burhanpur (MP)

Table: District wise status of large medium industry as on 31.03.2019

S. no.	District	Units	Fixed capital investment (Rs. in lacs)	Working capital (Rs. in lacs)	Employment	Production (Rs. In lacs)
1	Burhanpur	10	30000	10000	3058	NA

Source: DIC, Burhanpur(MP)

Table: Details of existing micro & small enterprises and artisan units in the district

NIC CODE NO.	TYPE OF INDUSTRY	No. of UNITS	EMP Nos	INVESTMENT (Rs Lakh.)	Production s Lakh.)
15	Manufacturing of Food Products & Beverages	265	1534	-	-
16	Manufacturing of Tobacco Products	03	20	-	-
17	Manufacturing of Textile	737	4468	-	-
18	Manufacturing of weaving apparel Dressing & Dyeing of Fur	78	427	-	-
19	Manufacturing of tanning Dressing of Leather	11	43	-	-
20	Manufacturing of Wood Products	15	54	-	-
21	Manufacturing of Paper & Paper Products	13	89	-	-
22	Publishing Printing	1	3	-	-
23	Manufacturing of Coke, Refueled Petroleum Products & Nuclear Fuel	2	6	-	-
24	Manufacturing of Chemical Products	23	144	-	-
25	Manufacturing of Rubber & plastic Goods	24	137	-	-
26	Manufacturing of other Non Metallic Mineral Products	26	181	-	-
27	Manufacturing of Basic Metal	17	61	-	-
28	Manufacturing of Fabricated Metal Products Except M/C Equipments	19	80	-	-
29	Manufacturing of Machinery & Equipments	24	99	-	-

30	Manufacturing of Office, Accounting & Computer	00	00	-	-
31	Manufacturing of Electrical M/c	12	48	-	-
32	Manufacturing of Radio TV equipments	00	00	-	-
33	Manufacturing of Medical Precision watches & Clocks	10	55	-	-
34	Manufacturing of Motor vehicles	07	59	-	-
35	Manufacturing of other Transport Equipments	00	00	-	-
36	Manufacturing of Furniture	15	52	-	-
37	Recycling	00	00	-	-
40	Electricity, Gas, Steam & Hot water -	07	33	-	-
41	Collection of Information & Distribution Of Water	01	06	-	-
50	Maintenance & Repair of Motor Cycle	00	00	-	-
52	Maintenance & Repair of Personal House hold Goods	21	61	-	-
60	Land Transport	04	14	-	-
63	Supporting & Auxiliary Activities	00	00	-	-
64	Post & Telecommunication	01	06	-	-
71	Tenting & Transport Equipments	00	00	-	-
72	Computer Related Activities	01	01	-	-
74	Other Business	00	00	-	-
85	Health & Social Work	01	05	-	-
92	Recreation, Cultural & Sporting Activities	02	09	-	-
93	Other Service Activities	13	38	-	-
	TOTAL	00	00	-	-

Source: DIC, Burhanpur (MP)

4.3. Export from the District

Total exports from the district – INR 72.04 Crore (FY 21-22) (Ministry of Commerce)

Table: Top 10 exportable commodities from the district in FY 21-22

SNo	ITCHS Code	Item Description	Value (INR) (Cr.)
1	52051410	Grey	19.48
2	17019990	Othr Refnd Sugar Includng Centrifugal Suger	14.11
3	52051210	Grey	4.73
4	52081190	Others	4.33
5	17011490	Other Cane Sugar Excl. Those Specified In Note 2	3.70
6	52051110	Grey	3.50
7	8071100	Water Melons	3.05
8	52052210	Grey	2.22
9	10064000	Broken Rice	2.04

10	52082190	Others	1.87
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(Source: Ministry of Commerce)

4.4. Departments/Agencies for Industries and Export Promotion

S.No	Departments/Agencies	Address	Contact
1.	Directorate General of Foreign Trade RA Indore	Ground Floor, A-Wing, CGO Building, Residency Area, Indore Email ID: mishra.gk@nic.in	0731-2498382
2.	Directorate General of Foreign Trade RA Bhopal	3rd Floor, Nirman Sadan, 52-A, Arera Hills (Behind Govt. Press) Bhopal Email ID: bhopal-dgft@nic.in	0755-2553323
3.	MSME-DFO	10, Industrial Estate, Polo Ground, Indore Email ID: dc-di-indore@dcmsme.gov.in	0731-2420723
4.	Export Inspection Council of India	303, C.S Naydu Arcade, 10/2, Greater Kailash Road, Opp. Grotto, Opposite Grotto, New Palasia, Indore Email ID: eia-indore@eicindia.gov.in	0731-2566057
5.	ECGC Limited, Indore	408, 4th Floor, City Center, 570, M G Road, Opp High Court, Indore Email ID: indore@ecgc.in	0731-2544215
6.	APEDA Regional office, Bhopal	Kisan Bhawan, 26, Arera Hills, Bhopal, Madhya Pradesh Email ID: apedabho@apeda.gov.in	0755-4700764
7.	FIEO, Indore	03, Gold Arcade, 3/1, New Palasia, Near Janjirwala Square, Indore Email ID: indore@fieo.org	0731-4282335 /336
8.	EEPC India	B-202 & 220, Aurus Chambers Annex "B", 2nd Floor, Behind Mahindra Tower, S.S. Amrutwar Marg, Worli Mumbai Email ID: eepecromum@eepecindia.net	022-42125555
9.	MP Industrial Development Corporation RO- Indore	1st Floor, Atulya IT Park, Khandwa Road, Indore	0731-2972623

Email ID: ed.roind@mpidc.co.in

10. District Trade & Industries
Centre, Dewas

Collector Parisar, A.B Road, Dewas
(M.P.)

07272-254903

Email ID: gmidew@mp.nic.in

4.5. SWOT Analysis of the district

Strengths

- (1) As Burhanpur is 130 km from Indore and Indore represents largest economy in Central India with GDP standing at \$14 billion. It is a Commercial and Trading capital of the state with its history spanning over five centuries and significant footprints in commerce, finance, media, art, fashion, research, technology, education and entertainment.
- (2) As Burhanpur is very near of the Indore district and Indore has a diversified economy bases on well-established and successful network of mixed businesses around cotton textiles, Iron and steel, chemicals, pharmaceuticals, readymade garments, solvent plants and machinery.
- (3) The district is the major producer of the Banana's, Soya and in Handloom inter lining clothes there are several Soya processing mill's in the area.

Weakness

- (1) Challenges like logistical, labor constraints, skilling requirement, Trade finance other regulatory challenges, compliance capacities e.g. certification, testing, inspection, IPRs, awareness, and training about Trade documentation and requirements of important trade issues like tariff and non-tariff barriers.
- (2) R & D facilities are not adequate.
- (3) Lack of testing facilities required.
- (4) Lack of awareness about export potential of various products from the district.
- (5) Power shortage and frequent electricity cut-offs.
- (6) Marketing problems

Opportunities

- (1) Tremendous potential for enhanced opportunities in youth-oriented education, skill development and commercial avenues.
- (2) This region offers cheap land, labour and connectivity towards ports and the rest of India. New Delhi Mumbai expressway will open new opportunities of connectivity to north India.
- (3) Burhanpur has huge potential in Plastic based goods that can be made can range from toys to polyester films, laminates, molded/soft luggage items, writing instruments, plastic woven sacks and bags, PVC leather cloth and sheeting, packaging, consumer goods, sanitary fittings, electrical accessories, laboratory/ medical surgical ware and travel ware.
- (4) Burhanpur has huge potential in Banana, Soya and Handloom industries.

Threats

- (1) Delhi-Mumbai freight corridor and Ludhiana Dankuni freight corridor are not passing through this region of Madhya Pradesh
- (2) Vadodara region of Gujarat impose serious competition in all fields to Indore region.
- (3) Financial Risk in Currency Exchange Rates.
- (4) Lack of policy or funding support from the State and District Administration.
- (5) Uncertainty regarding Global supply chain.



6. Banana

Burhanpur is a major banana growing district in the country as 16,000 hectares out of 1,03,000 hectares of cultivable land. Burhanpur is a major banana-growing district in the country with 16,000 hectares of cultivable land in the district dedicated to banana cultivation. Grand Naine is the best variety grown naturally in the district and exported abroad. Farmers including Rajesh Patil, Amol Mavle and others, who are selling their produce to Delhi, Uttar Pradesh, and Rajasthan besides exporting to gulf countries have expressed happiness. at the turn of events. As per the deputy director, Horticulture, RNS Tomar, banana production has significantly increased over three years. The banana export has jumped from 14.36 lakh tones to 15.71 lakh tones. The expansion of cold storage facilities in the region has also lessened the chances of crop infestation. The banana export has helped increase the farmers' income in the region. The majority of banana exports from India are to gulf countries like UAE, Bahrain, Qatar and Iran.

Export Data
Table: Export from India
HS CODE 0803: Bananas
Values in Rs. Cr.

S. No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share
1	0803	Bananas	75,270	0.0349	119,836	0.0381
India's Total Export			21,59,04,322		31,47,02,149	

(Source: Ministry of Commerce, India)

Table: Export from India – Top Country Wise
 HS CODE 0803: Bananas

S.No	Country/ Region	Values in Rs. Cr.		
		2020-2021	2021-2022	%Growth
1	Iran	24180	40745	69
2	UAE	15849	20876	32
3	Iraq	6820	15268	124
4	Oman	7980	10781	35
5	Nepal	3747	7285	94
6	Afghanistan	4915	5302	8
7	Saudi Arab	4429	5267	19
8	Uzbekistan	-	3703	-
9	Qatar	2623	3638	39
10	Kuwait	1138	2461	116

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh
 Product: 0803: Bananas

HS CODE	Commodity Description	April, 21 To March, 22 Value (INR) Cr.	April, 21 To March, 22 Value (Million US)
0803	Bananas	12528469	166766

(Source: DGCIS)

Table: World's Top Importers 2021
 HS CODE 0803: Bananas

Rank	World's Top Importers	Value imported in 2021 (Million USD)
	World	16586
1	USA	2802
2	Germany	1103
3	Russian Federation	1079
4	China	1039
5	Belgium	1032
6	Japan	981
7	Netherlands	845
8	France	709
9	UK	698
10	Italy	540

(Source: Trade Map)

Table: World's Top Exporters 2021
 HS CODE 0803: Bananas

Rank	World's Top Importers	Value exported in 2021 (Million USD)
	World	13869
1	Ecuador	3500

2	Philippines	1127
3	Costa Rica	1075
4	Colombia	1017
5	Guatemala	943
6	Belgium	807
7	Netherlands	798
8	USA	470
9	Côte d'Ivoire	396
10	Cameroon	285

(Source: Trade Map)

SWOT Analysis

Strength-

1. Total Production of Banana in Madhya Pradesh is 523749 MT which is 14.36 % in total production of Banana in India.
2. Large domestic market; Consumed as low cost healthy fruit as well as religious offerings.
3. Banana is harvested throughout the year in India. Favourable agro climatic conditions.
4. Main transit points for bananas are Khandwa, Burhanpur, Dhar and Barwani.
5. Dwarf Cavendish (Basrai), the 3rd most commercially grown variety of bananas in India due to their superior fruit quality, dwarfness and sweet aroma.
6. Banana is consumed in all parts of the country and has a consistent high demand in the domestic market throughout the year.

Weakness:

1. Shelf life of Banana is too short.
2. Lack of Infrastructure for cold Chain like Cold Store, Pack house and Reefer Vans, test laboratories.
3. Farm Aggregation: Majority of the plantations including Banana Plantation in Madhya Pradesh are small land holding. Investment into the aggregator segment for the crop can be huge business opportunity for the private sector.
4. Poor Market Linkage & Packaging Techniques for fresh produce.
5. Farmers are Not Aware of the Standard Quality Norms Acceptable in International Markets.
6. Lack of Documentation and certification like Certification Authority.

Opportunities:

1. Growing export markets in Nepal, Gulf countries, Malaysia, Oman, Kuwait, Iran, Qatar, etc.
2. Offering huge investment opportunities, Madhya Pradesh can lead the country in terms of banana exports as the fruit is available round the year.
3. Supportive Government backing the investors which can help in taking large scale commercial farming to major banana clusters.
4. MP grows Cavendish variety which makes it the perfect destination for investment for banana export.

5. Farmer Education: Significant investment is required in education and relevant support services to give small & marginal farmers the necessary skills and knowledge to increase productivity, improve the quality of the produce and reduce waste.
6. Export Houses for Banana to harness the potential of Madhya Pradesh bananas in North & Central Europe, the Black Sea region and East Asia.

Threats:

1. Major Competitors are Netherlands, China, Mexico, USA.
2. Importing regulation of Agri & Food products are different in different countries.
- 3.



Cotton



7. Cotton

Cotton is a soft, fluffy staple fiber that grows in a boll, or protective case, around the seeds of the cotton plants of the genus *Gossypium* in the mallow family *Malvaceae*. The fiber is almost pure cellulose. Under natural conditions, the cotton bolls will increase the dispersal of the seeds. The plant is a shrub native to tropical and subtropical regions around the world, including the Americas, Africa, Egypt and India. The greatest diversity of wild cotton species is found in Mexico, followed by Australia and Africa. Cotton was independently domesticated in the Old and New Worlds. The fiber is most often spun into yarn or thread and used to make a soft, breathable textile. The use of cotton for fabric is known to date to prehistoric times; fragments of cotton fabric dated to the fifth millennium BC have been found in the Indus Valley Civilization, as well as fabric remnants dated back to 6000 BC in Peru. Although cultivated since antiquity, it was the invention of the cotton gin that lowered the cost of production that led to its widespread use, and it is the most widely used natural fiber cloth in clothing today.

Export Data

Table: Export from India

HS CODE 5201: Cotton Not Carded or Combed

Values in Rs. Cr.

S. No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share
1	5201	Cotton, not carded or combed	13,096	0.60	19,835	0.63
India's Total Export			21,59,04,322		31,47,02,149	

(Source: Ministry of Commerce, India)

Table: Export from India – Top Country Wise
 HS CODE 5201: Cotton Not Carded or Combed

S.No	Country / Region	Values in Rs. Cr.		
		2020-2021	2021-2022	%Growth
1	Bangladesh	5879	12228	108
2	China	4441	3433	-22
3	Viet Nam	1529	2192	43
4	Indonesia	622	1028	65
5	Oman	94	227	140
6	Thailand	101	191	88
7	UAE	52	162	307
8	Taiwan	23	73	215
9	Italy	58	47	-19
10	Portugal	5879	12228	108

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh
 HS CODE 5201: Cotton Not Carded or Combed

HS CODE	Commodity Description	April, 21 To March, 22 Value (INR) Cr.	April, 21 To March, 22 Value (Million US)
5201	Cotton,not carded or combed	2,734	36.7

(Source: DGCIS)

Table: world's Top Importers
 HS CODE 5201: Cotton Not Carded or Combed

Rank	World's Top Importers	Value imported in 2021 (Million USD)
	World	18066
1	China	4104
2	Bangladesh	2758
3	Viet Nam	2720
4	Turkey	2413
5	Pakistan	1772
6	Indonesia	1104
7	India	519
8	Thailand	324
9	Korea	262
10	Mexico	256

(Source: Trade Map)

Table: world's Top Exporters
HS CODE 5201: Cotton Not Carded or Combed

Rank	World's Top Importers	Value exported in 2021 (Million USD)
	World	18129
1	USA	5713
2	Brazil	3405
3	India	2682
4	Australia	1500
5	Greece	804
6	Benin	625
7	Burkina	454
8	Turkiye	332
9	Cote D'voire	263
10	Egypt	219

(Source: Trade Map)

Swot Analysis

Strengths:-

1. Cotton is a widely grown fibre with numerous uses and qualities which leads to a stable and huge demand in the global market.

Weakness:-

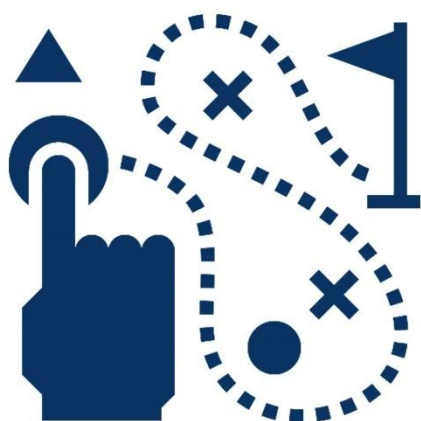
1. Top exporters being USA and Italy, India has long way to climb the export ladder. The issues of quality, contamination and brand have to be taken care of to achieve in cotton exports.

Opportunity:

1. India is the top exporter in the world as far as cotton is concerned. While Burhanpur is contributing 4500 cr export for the product. India will remain at the top in next time to come.

Threat:

1. However, the progress in Vietnam for textile will create competition for Indian yarns in future. But there is always chance to make Vietnam and Bangladesh for our major buyers for yarns for their textile industry.



Action Plan



12. District Export Action Plan

Table: Export Issue-Intervention Matrix for the District

S.No.	Problems	Details	Proposed Intervention	Level of Intervention (Centre, State, District, DGFT RA)	Concerned Ministry & Department
1.	Administrative Support	<p>To promote setting up industrial units of products selected under DEH through PMEGP and other state level schemes.</p> <p>To promote setting up food processing and industrial units to promote manufacturing through PMEGP and other state level schemes with DIC-Indore</p> <p>DIC-Burhanpur will facilitate the units in getting important registration in GST process and Import-Export Code</p>	DIC- Burhanpur and DGFT RA to facilitate the units in getting benefits of the schemes and also in registration under GST and Import-Export Code	Centre, State and DGFT RA	Ministry of MSME, GoI and Department of MSME, GoMP
2.	Branding	To create partnership with Indian Institute of	An agency may be appointed at district level	Centre and State	Ministry of Commerce and

		packaging and capacity building workshops on branding strategy will be conducted with the units.	which can extend support and provide ideas for the designing of the product as per global demand. Agency will also support in the preparation of attractive marketing content and logo etc.		Industries, Gol Above mentioned nodal officers of the selected products
3.	Awareness	1. Incentive Policies and Documentation 2. Customs procedures	Online workshops	Centre	DGFT RA and Customs Department
4.	Quality assurance & Certification	1. As per the product demand in international and domestic markets, need of quality certification will be analysed 2. Region-wise quality parameters will be assessed and information on these parameters will be provided to the Units 3. All necessary help will be provided to units to get the ISO and other certification with the help of experts.	1. Department of MSME, GoMP can establish as per the need of stakeholders associated with the commodities. 2. After achieving the targets of midterm strategy and assessment of quality parameters, it will be ensured to set up a testing facility and provide certification to the units.	State and Centre	Ministry of MSME, Gol and Department of MSME, GoMP

5.	Credit Support	<p>1. Information Dissemination about existing financial schemes which the MSMEs, exporters and other relevant stakeholders can avail.</p> <p>Support smaller units in establishing their business through financial assistance of different schemes</p>	<p>DIC-Burhanpur and DGFT RA to facilitate the units in getting benefits of the schemes and also in registration under GST and Import-Export Code</p>	Centre, State and DGFT RA	<p>Ministry of MSME, GoI and Department of MSME, GoMP</p>
		<p>2. ECGC department to provide support to existing exporters and should create awareness about their credit linkage initiatives.</p>	<p>DGFT RA along with ECGC should organise export awareness workshop on quarterly basis.</p>	Centre	<p>ECGC Government of India Undertaking</p>
6.	Common Facilitation Centre	<p>1) Common Facilitation is not available in Indore. Need assessment of cluster development in the district.</p> <p>2) Information sharing system (including exporters) should be developed in the district.</p>	<p>Common Facility Centre should be created for exports. Need to strengthen the existing cluster.</p> <p>DTIC and DGFT RA can be the nodal department for this initiative.</p>	State and Centre	<p>Ministry of MSME</p>
7.	Logistics	<p>1. There is a logistic issue of delayed consignment as part load consignments</p>	<p>● We will partner with logistics and</p>	Centre	<p>Railway Department (CONCOR)</p>

are not accepted by CONCOR. The exporters have to wait much for full container load at ICD Pitampura. There is a Request for having ICD at Sehore.

supply chain partners. Currently, MPIDC has an MoU with eBay India and Flipkart Group to market the product international and domestic markets respectively.

● Train

Service to Mundra Port is required since fuel is very expensive. To initiate train service from ICD Dhannad to Mundra Port (CONCOR)

Part load not accepted at ICD Dhannad. Weekly loading can be planned at ICD Dhanna

8.	Marketing support	Support can be provided by MSME for participation in international trade fairs and exhibition/Customer visit.	Organising more buyer-seller meets will be easiest 2-way communication for marketing of the products.	State/Centre	Ministry of MSME of Commerce and Industries, Gol
		To analyse the distribution channels associated to the product categories and	Necessary support will be provided to units to adopt E-commerce platform for the		

		Identification of new markets for the selected products	marketing of the product.	
9.	Regulatory	Efforts are being made to ensure that units can get all the clearances on time. DEPC will create Single window system at the district level	Will make aware of all units about rules and regulations related to exports. An assistance will be provided to units to get the required clearances and permissions.	Centre and State
10.	Training	Export workshops programs will be designed to help export ready companies seize opportunities, navigate the complex landscape of international business, and jump start their export sales	Government can organize the district training camps to generate skilled manpower. Training on: <ul style="list-style-type: none"> ● Export tariffs, taxes, and customs procedures; ● Commercial standards, regulations and practices; ● Distribution channels, business travel, and other market information; ● Identification of opportunities and best prospects 	DGFT RA and District Administration
11.	Supply Chain	The available local transporters will be the logistics partner with the charges	We will partner with logistics and supply chain partners.	

fixed by companies
and Govt. officials
viz are ware house
corporation
agriculture produce
marketing board etc.

Currently, we
have an MoU
with eBay India
and Flipkart
Group to market
the product
international and
domestic
markets
respectively



Target



13. Target Till 2026

Without target, policy, projection and data analysis would be futile. This report envisages all round development of Exports from the district and targeting doubling of exports till 2026.

13.1. Reasons for doubling the export figures as a target

13.1.1. Government Policies

There has been a paradigm shift in the government policies in relation to exports. Earlier, the focus was sector wise or region wise. However, deepening of the focus and the new vision to prepare districts as export hubs would lead to double the exports and achieving the said target.

Ministry of Commerce through DGFT is engaging with State and Central government agencies to promote the initiative of Districts as Export Hubs. The objective is to convert each District of the country into an Export Hub by identifying products with export potential in the district, addressing bottlenecks for exporting these products, supporting local exporters/manufacturers to scale up manufacturing and find potential buyers outside India with the aim of promoting exports, promoting manufacturing & services industry in the District and generate employment in the District.

13.1.2. Market improvement after corona period

One thing is evident that markets have recovered well after the onslaught observed in the months of February and March of 2020. As markets fell following the global lockdown, equities indices experienced historic drops around the world.

Soon, the flattening of the curve and hopes of vaccine development gave a glimmer of hope of improvement in the overall economic activity at the global level. Gradual upliftment of lockdown restrictions further provided the scope of the revival of business activities.

Based on COVID-19 trajectory and geography specific characteristics, various recovery scenarios can be projected. We are seeing some signs of recovery with global market indices clawing back close to pre-crisis levels, positive net fund flows, and improved transactional market-making activities in Q2'20.

13.1.3. Price rise in commodities

As the economic activities all over the world are gearing up, the production and demand for such commodities have risen. As the Indian economy started its unlocking phase, it saw a pent-up demand for commodities, driving prices further.

The pandemic has the potential to affect commodity demand and supply for an extended period, the analysis finds.

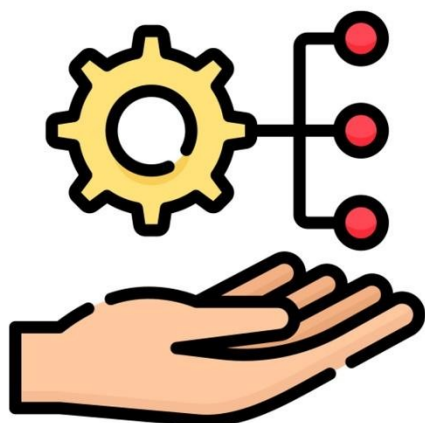
13.1.4. Negative impact on Chinese products

Unlike the financial crisis which stifled global demand for traded products, the pandemic triggers a 'triple effect' on trade through the following three channels: Disruption of domestic supply, Reduction in global demand and Contagion effect spread through disrupted global value chains (GVCs).

Traditional manufacturers of hosiery, auto parts, hand tools and machine makers see huge demand from USA and Western Countries who want to see alternatives of Chinese supply.

13.2. Whether we can achieve target!

Yes, with the joint efforts of entrepreneurs, exporters, governments and their departments and other bodies and associations, we can achieve the target.



Proposed Schemes



14. Proposed Schemes to achieve Action Plan

This chapter contains proposed schemes for Madhya Pradesh for promotion of exports in the region. These proposed schemes are suggested after analysing export data, export scenario, consultations with all stakeholders and understanding of WTO guidelines.

14.1. Proposed scheme – 1: Export oriented infrastructure development scheme

Objective-

To develop infrastructure in a district which can visibly and directly boost export of that region.

Nature of rewards-

To fund Rs 5 Cr in a year may be spent in each district of India on infrastructure which can visibly and directly boost exports of that district.

The fund shall be spent on following infrastructure projects:

Sr No	Type
1	Road
2	Rail and related facilities
3	Seaport and related facilities
4	Airport and related facilities
5	Pipeline (Water, Gas, Liquid, Chemical)
6	Pollution Control Plants
7	Electricity Production and Distribution
8	Development of industrial Parks
9	Water treatment plants
10	Warehouse, Logistic Park, Selling Centre
11	Inland Container Depot – ICD
12	Processing Units
13	Exhibition Centre
14	Training Facility
15	Testing Labs
16	R&D Centre

17	Small Housing Facilities for Labors
18	Geographical Indication (GI) Registration
19	Marketing Product
20	Common Facility Centre

Who can apply? -

(1) SPV (Special Purpose Vehicle) created by group of exporters having minimum 20 exporters of the region. SPV shall be registered under Section 8 of Company Act as Non-Profit Organization, members of SPV shall have continuous export performance in last three years or

(2) Chamber of Commerce having at least 500 members from Madhya Pradesh before three financial years or

(3) Centre Government Department, PSU, Board, Corporation, Directorate or

(4) State Government Department, PSU, Board, Corporation, Directorate

Title and ownership-

Title and Ownership will be in the hand of the applicant.

Land purchase-

Land may be purchased or taken on long lease for not less than 30 years in the name of the applicant. Expenses related to Land and Lease shall be borne by the applicant.

Fund allocation-

The Government grant will be restricted to 80% of the cost of Project of maximum Rs.5 cr crore. The government grant will be 90% for CFCs for the applicant with more than 50% (a) micro/ village or (b) women owned or (c) SC/ST units. The cost of Project includes cost of building, pre-operative expenses, preliminary expenses, machinery & equipment, miscellaneous fixed assets, support infrastructure such as water supply, electricity and margin money for working capital.

Procedure-

The application shall be made to Regional Office of Directorate General of Foreign Trade, Ministry of Commerce as co-chair District Level Export Promotion Committee (DEPC) of the concerned district. Regional Office of DGFT may scrutinize the applications, verify the claims, identify requirements, study Project Report, and calculate viability of the project and projection thereof. This regional office then recommends DEC about the project.

District Level Export Promotion Committee headed by District Collector has power to decide on which mode, which type, in which place and on which price the above infrastructure can be developed on the recommendation of Regional Office of Directorate General of Foreign Trade, Ministry of Commerce.

DEPC then puts the project before **State Level Export Promotion Committee (SEPC) headed by Chief Secretary**. SEPC may study and scrutinize the project and may approve the project.

Chairman (Deputy Commissioner) and Co-Chair (Regional office of DGFT) shall strictly vigil on expense of funds and relation with exports. The committee shall monitor infrastructure progress development under this scheme on periodical basis. Export shall be boosted with infrastructure improvement under this scheme and direct relationship with exports must be established.

Fund estimate-

There is a requirement of INR 5 Cr/Annum for improvement of export infrastructure in the district.

Benefits-

It slowly, but in solid way, can create export infrastructure in all parts of Madhya Pradesh. Fund is small but it impacts.

14.2. Proposed scheme – 2: Madhya Pradesh Trade Policy

Objective-

To promote export ecosystem in the State, Government has introduced a comprehensive Trade Policy with the following objectives:

- (i) To quadruple the export from the state within next five years;
- (ii) To double the number of exporters from the state within next five years;
- (iii) To develop and maintain access to strategic foreign markets for goods and services from Madhya Pradesh and manage key trading relationships while diversifying new and existing opportunities.
- (iv) To achieve export growth in leading export related district, with significant growth in exports of identified products/services from each district.
- (v) To achieve synergy by integrating flagship programmes and activities of the line departments of Government of Madhya Pradesh (GoMP) & Government of India (GoI).

Nature of rewards:

MP Export Facilitation Fund (MPEFF)

International Market Development Assistance (IMDA)

MP Freight Subsidy (MPFS)

MP Export Skill Development Support (MPESDS)

MP E-Commerce Subsidy (E-COMS)

14.3. Proposed scheme –3: Madhya Pradesh Trade Promotion Council

The Madhya Pradesh Trade Promotion Council will work for the overall development of all manufacturing, service and business sectors right from entrepreneurship development, export infrastructure development and export ecosystem development in the state and outside. The MPTPC shall coordinate with all the stakeholders in the value chain and whole process of exports to establish and enhance contacts within and outside India for better business growth.

Governance Structure

The Council will comprise of a Governing Body, Executive Committee, Panel Committees which would comprise of Registered Members.

The functionaries of the Governing Body will work towards strategizing and executing the agenda of the Council.

A. Governing Body:

- I. Chairman – Honourable Chief Minister, Government of Madhya Pradesh
- II. Members of Governing Body: As mentioned in the Order No.: F 19-20/2022/1/4 dated 03/03/2022
- III. Elected Conveners of below mentioned panel committees:
 - A) Agriculture & Food Processing
 - B) Pharmaceutical
 - C) Textile & Garments
 - D) Automobile & Engineering
 - E) IT and other sector
- IV. Member Secretary: Principal Secretary, Department of Industrial Policy and Investment Promotion, Government of Madhya Pradesh

B. Executive Committee:

- I. Chairman – Chief Secretary, Government of Madhya Pradesh
- II. Members of Executive Committee: As mentioned in the Order No.: F19-20/2022/1/4 dated 24/03/2022
- III. Member Secretary: State Export Commissioner (Managing Director, M.P. Industrial Development Corporation Limited), Government of Madhya Pradesh
- IV. Establishment of Directorate of Trade

Sectoral Panel Committees: The Panel Committees will be the forum for member exporters to provide expert views on specific sectors to the Governing Body for consideration and prioritization. The Panel Committee will comprise of a Convener (Representative of the committee in Governing Board) and 6 sectoral industrial representatives in the respective committees.

14.4. Proposed scheme –5: Export Promotion and State Duties & Taxes Remission

Objective-

Objective of the scheme is to remit taxes and duties paid to the state which are not remitted in any other scheme i.e., stamp duty.

Nature of rewards-

Exporters shall have fulfilled ten times of exports against stamp duty paid at the time of sale deed registration or lease deed registration within six years of stamp duty paid date.

Monetary benefits shall be directly transferred to the account of the exporters in cash.

Procedure-

The applicant shall submit forms with copy of Shipping Bills, electronic Bank Realization Certificates (eBRCs) and Export Invoices with GST details to Regional Office of Directorate General of Foreign Trade, Ministry of Commerce as the member of District and State Level Export Promotion Committee. Exporter name mentioned in Shipping Bill is entitled for application. The office may scrutinize the applications, verify the claims, identify requirements, study the product and calculate viability of the product and projection thereof. The regional office then recommends Directorate of Industries, Government of Madhya Pradesh whether the application is fit for acceptance. Directorate would then accept the request and disburse the fund.



Conclusion



15. Salient Features and Conclusion

This is the first ever mammoth exercises done by Government of Madhya Pradesh with Office of the Joint Director General of Foreign Trade Bhopal where all Exporters, Entrepreneurs, Chambers of Commerce, Export Promotion Councils come together for export promotion.

15.1. Vision of Hon'ble Prime Minister

In order to implement the vision of Shri Narendra Modi, the Prime Minister of India, to convert each district into an export hub, the Finance Minister in her Budget 2020-21 speech, said that each district should develop as an export hub. She further said that efforts of the Centre and State Governments are being synergized and institutional mechanisms are being created.

The Ministry of Commerce and Industry through Directorate General of Foreign Trade (DGFT) has been engaging with States/ UTs to initiate preparation and implementation of a District Export Plan (DEP) specific to each district in every State/ UT through an institutional structure at the district level. The institutional structure set up at the district level for implementation of the District Export Plan will be headed by the Chief/ District Development Officer with other relevant District Level Officers as members.

15.2. Changing priority of central government

Even before the pandemic, the economy was already slowing down, with deficiencies evident in both consumption and investment demand. Unlike some other countries,

consumption and investment have been the main drivers of growth in India in recent times. Though export contributed to earlier versions of India's growth story, in the immediate aftermath of the pandemic, its efficacy to boost growth needs to be closely observed.

Despite repeated attempts to bolster manufacturing, the sector failed to grow, leaving services to step up. Eventually, lack of demand hit all segments irrespective of their economic nature. The pandemic, as an external shock, has finally contracted the economy.

It is a widely held view that every crisis also presents an opportunity. Given the prevalence of inequality in Indian economy, the implementation of a fiscal stimulus across sectors will not only lift the economy out of the woods but also address some of the existing distortions in income and wealth distribution.

Sector and area wise approaches and incentivization was the earlier focus of the government and the focus has been shifted to the grass root level to the districts in the states to promote them as export drivers.

15.3. Changing priority of the state government

No priority on exports was given in the previous era and export as a driver of growth of the economy has been highlighted and utilized at present.

DEPC and SEPC are example of co-operative federalism.

15.4. Target: 5 trillion-dollar economy

The government is sticking to the target of becoming a USD 5 trillion economy by 2024-25 and emphasis on infrastructure sector and other initiatives taken in Budget 2021-22 are aimed at achieving the goal.

Presently, India is the fifth largest economy in the world with GDP of around US\$ 3 trillion in 2019-20. If the US\$ 5 trillion target is translated into reality, the country will leave behind Germany to become world's fourth largest economy in 2024-25, only behind US, China and Japan.

15.5. Future: every district will be an export hub

Department of Industries & Commerce, through DGFT is engaging with State and Central government agencies to promote the initiative of Districts as Export Hubs. The objective is to convert each District of the country into an Export Hub by identifying products with export potential in the District, addressing bottlenecks for exporting these products, supporting local exporters/manufacturers to scale up manufacturing and finding potential buyers outside India with the aim of promoting exports, manufacturing & services industry in the district and generate employment in the district.